

## EXPORT MARKET DEVELOPMENT GRANTS

### SCORECARD SINCE INTRODUCTION OF BUDGET CAP IN 1996/1997

CLAIM YEAR	PAID YEAR	GRANTS APPLY	GRANT PAID	% PAID/ APPLY	MINISTER	TOTAL PAID VALUE \$	AVG GRANT \$	POTENTIAL MAX LESS ACTUAL MAX \$	INITIAL PAYMENT \$	BALANCE GRANT PAYOUT	MAXIMUM GRANT PAID - \$	MAX POTENTIAL Less ACTUAL	MAIN EMDG RULES					EXPORT EARNINGS
													MIN SPEND \$	MIN GRANT \$	REIMBURSE > ABOVE \$	YEARS	TURNOVER \$	
1996/97	1997/98	3,251			Fischer	\$150M (B)		200,000	50,000	100.00%	200,000	-	20,000	2,500	15,000	8	\$50M	Yes
1997/98	1998/99	3,261			Fischer	\$150M (B)		200,000	60,000	98.94%	198,519	1,481	20,000	2,500	15,000	8	\$50M	Yes
1998/99	1999/20	3,200			Fischer	\$150M (B)		200,000	60,000	100.00%	200,000	-	20,000	2,500	15,000	8	\$50M	Yes
1999/20	2000/01	3,215			Vaile	\$150M (B)		200,000	60,000	100.00%	200,000	-	20,000	2,500	15,000	8	\$50M	Yes
2000/01	2001/02	3,391			Vaile	\$150M (B)		200,000	60,000	75.62%	165,875	34,125	20,000	2,500	15,000	8	\$50M	Yes
2001/02	2002/03	4,164	3,851	92.48%	Vaile	\$140.9M	36,587	200,000	60,000	32.84%	105,979	94,021	20,000	5,000	15,000	8	\$50M	Yes
2002/03	2003/04	4,022	3,717	92.42%	Vaile	\$146.0M	39,268	200,000	50,000	74.52%	161,786	38,214	20,000	5,000	15,000	8	\$50M	Yes
2003/04	2004/05	3,588	3,252	90.64%	Vaile	\$121.8M	37,452	150,000	50,000	100.00%	150,000	-	20,000	5,000	15,000	7	\$30M	Yes
2004/05	2005/06	3,765	3,476	92.32%	Vaile	\$137.0M	39,426	150,000	70,000	100.00%	150,000	-	20,000	5,000	15,000	7	\$30M	Yes
2005/06	2006/07	3,813	3,537	92.76%	Vaile	\$144.5M	40,840	150,000	70,000	100.00%	150,000	-	20,000	5,000	15,000	7	\$30M	Yes
2006/07	2007/08	4,247	3,972	93.52%	Truss	\$152.4M	38,373	150,000	70,000	24.42%	89,533	60,467	20,000	5,000	15,000	7	\$30M	No
2007/08	2008/09	4,472	4,145	92.69%	Crean	\$188.9M	45,567	150,000	40,000	100.00%*	150,000	-	20,000	5,000	15,000	7	\$30M	No
2008/09	2009/10	5,149	4,737	92.00%	Crean	\$203.0M	42,863	200,000	50,000	73.94%	160,907	39,093	20,000	5,000	10,000	8	\$50M	Yes
2009/10	2010/11	4,585	4,245	92.58%	Crean	\$135.3M	31,872	200,000	27,500	56.70%	125,311	74,689	20,000	5,000	10,000	8	\$50M	Yes
2010/11	2011/12	3,277	2,994	91.36%	Crean	\$127.9M	42,711	150,000	50,000	100.00%	150,000	-	20,000	5,000	10,000	7	\$50M	Yes
2011/12	2012/13	3,045	2,749	90.28%	Emerson	\$119.8M	43,567	150,000	60,000	100.00%	150,000	-	20,000	5,000	10,000	7	\$50M	Yes
2012/13	2013/14	2,715	2,530	93.19%	Em/Robb	\$117.2M	46,312	150,000	60,000	100.00%	150,000	-	20,000	5,000	10,000	7	\$50M	Yes
2013/14	2014/15	3,195	3,032	94.90%	Robb	\$135.1M	44,548	150,000	60,000	65.28%	118,755	31,245	15,000	5,000	5,000	8	\$50M	Yes
2014/15	2015/16	3,321	3,132	94.31%	Robb	\$135.1M	43,134	150,000	40,000	72.66%	119,926	30,074	15,000	5,000	5,000	8	\$50M	Yes
2015/16	2016/17	3,539	3,331	94.12%	Ciobo	\$139.8M	41,958	150,000	40,000	64.50%	110,955	39,045	15,000	5,000	5,000	8	\$50M	Yes
2016/17	2017/18	3,771	3,567	94.59%	Ciobo	\$122.8M	34,433	150,000	40,000	29.24%	72,159	77,841	15,000	5,000	5,000	8	\$50M	Yes
2017/18	2018/19	4,109	3,796	92.38%	Ciobo/Bir	\$125.8M	33,129	150,000	40,000	24.59%	67,057	82,943	15,000	5,000	5,000	8	\$50M	Yes
2018/19	2019/20	4,196	4,035	96.16%	Birmingh	\$192.6M	47,722	150,000	60,000	100.00%	150,000	-	15,000	5,000	5,000	8	\$50M	Yes
2019/20	2020/21	4,952	4,706	95.03%	Tehan	\$213.8M	45,422	150,000	100,000	0.00%	100,000	50,000	15,000	5,000	5,000	8	\$50M	No
2020/21	2021/22	Open	Open		Tehan	\$157.0M (B)		150,000	30,000	0.00%			15,000	5,000	5,000	8	\$50M	Yes
2021/22	2021+ 2021	5,300	TBC		Tehan	\$157.0M (B)		150,000	35,000	0.00%	35,000	115,000	Nil	1	Nil	8	\$20M	Nil

Source    Austrade    Austrade    Calc    Austrade    Austrade    Legislation    Minsiter    Minister    Austrade    Calc    Minsiter    Minsiter    Minsiter    Minsiter    Minsiter    Minsiter

#### Reports on the EMDG Program

#### EMDG Legislation Changes

1997/1998 *Mortimer - Going for Growth*                      (B) = Budget inc Austrade costs  
1998/2000 *Review - Bewley Analysis*  
2004/2005 *Review - Centre of International Economics*  
2008/2009 *Mortimer and Edwards - Winning in World Markets*  
2014/2015 *Michael Lee - Certainty and Confidence and KPMG research*  
2019/2020 *Anna Fisher - Review of Financial Assistance for SME Exporters*

2002    Min Grant Increased from \$2,500 to \$5,001  
2003    Max Grant \$150K and years to 7 from 8  
2006    Removal of Export Sales Performance Test  
2008    Reinstatement of Export Sales Performance Test, Max Grant \$200K, Reimbursement from \$10,000  
2010    Max Grant \$150K and years to 8 to 7  
2021    EMDG New Act